




TENNESSEE ECONOMIC & COMMUNITY DEVELOPMENT  
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## COMMISSIONER AT WORK

*A few highlights of Commissioner Kisber's most recent activities.*

### Speaking Engagements/Events:

**Bell-ringing ceremony at the NASDAQ Market Exchange, New York City**  
**Rural Roundtable Discussions, Kingston, Roane County and Ripley**  
**Chattanooga Tech Council meeting, Chattanooga**  
**Southeast U.S.-Canada Conference, Montreal**  
**Southeast U.S. Japan Assoc. Meeting/China Trade Mission, Tokyo and China**  
**TSU Windows on the World Lecture Series, Nashville**  
**Groundbreaking at Riviana Foods, Memphis**  
**Ribbon cutting at Gray Metal South, Humboldt**  
**Leadership Roane County Meeting, Roane County**  
**Madison County/Jackson Leadership Group, Jackson**  
**Groundbreaking, Humphreys County Center for Higher Educations, Waverly**

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## ECD Announcements

- **Alstom**, a global leader in power generation, announced that its Power Systems Sector will make a \$200 million investment in a new manufacturing facility in Chattanooga, TN, creating approximately 350 new jobs. Alstom will manufacture steam turbines, gas turbines, generators and related equipment for use in US power generation facilities at the new plant.
- **Novita Technologies, Inc.** located its corporate headquarters and manufacturing facility in Hendersonville, Tenn.'s Freehill Industrial Park. The privately-held electronics manufacturer and automotive industry supplier will bring 60 high-technology jobs paying an above-average wage to Sumner County.
- **Mechanical Components of Tennessee** chose Portland as its manufacturing location headquarters. The company will add approximately 20 operators throughout the first year of operation and recruit locally for all positions. Over the next five years, MCT is expected to grow to roughly 80 employees. The new company will supply parts to the southern U.S. automotive industry.
- **Arvin Sango, Inc.** announced it will locate a new manufacturing facility in

- Henderson, Tenn., investing \$10 million and creating 40 new jobs. The automotive parts manufacturing company will build exhaust systems for the Toyota Highlander SUV model slated for production at Toyota's newest assembly plant in northern Mississippi, currently under construction. The Henderson facility is planned to break ground this spring and is scheduled to open by early 2009.
- **Fluid Routing Solutions, Inc.** announced it will expand its facility in Lexington, Tenn., investing \$700,000 and creating 169 new jobs. The Rochester Hills, Mich., company is a leader in the transporting and routing of fluids, fuels and gases in vehicles. The project, which is both an expansion and a retention project, preserves 307 jobs in addition to the 169 new positions.
  - **Corrections Corporation of America** announced its intent to begin construction of a \$143 million company-owned and operated 2,040-bed correctional facility in Trousdale County, Tennessee, in the community of Hartsville. The Trousdale Correctional Center will create approximately 300 new jobs.

## ECD Ramps Up

*(Continued from Page 1)*

Making rural communities' resources more well-known and more accessible is a primary goal of deploying the REDS. The bottom line is to ramp up personal service and establish lasting partnerships between officials at the state and local level. By strategically linking business and community development, ECD hopes to see rural Tennessee lay the foundations for lasting economic prosperity.

## Waverly

*(Continued from Page 3)*

"Jobs with today's manufacturers are more technical and specialized. We must invest in opportunities to best train Tennesseans for those employment opportunities. Thanks to Governor Bredesen's dedication to promoting lifelong education among Tennesseans, projects like this one are making our state much more competitive."

The project is primarily funded by a FastTrack Infrastructure Development Grant from ECD. The expansion is scheduled to be complete in fall of 2008.

# DEVELOPMENTS

## NEWS FROM TENNESSEE ECD

## ECD Ramps Up Rural Support

### Development Specialists Bridge the Gap Between City and County

Rural communities across the state are taking center stage as part of Governor Bredesen's initiative to promote commercial and industrial growth outside urban and suburban bubbles.

To complement the new focus, ECD's Division of Community Development is rolling out a new plan to bring regional economic development specialists, or REDS, alongside local officials who are ready to take the next steps toward growth.

Community Development has always offered a variety of local supports to communities participating in various state programs such as Three-Star, Main Street and Retire Tennessee. The new plan calls for the state to be divided into 10 regions, each of which has its own specialist who will provide resources for and assistance



Governor Bredesen, pictured here in downtown Fayetteville, toured many of the state's rural areas to talk with local leaders in preparation for the rollout of his new community development strategy.

in coordinating all of ECD's Community Development programs.

In other words, rather than having a contact person for each program, a local official will have one contact for all of these programs.

The REDS will also serve as a close link between develop-

ing communities and the state's ongoing business development efforts. With the REDS closely in tune with local resources, business development officials will be able to use them as a resource and quickly identify what communities are a good fit for certain projects.

*(See ECD Ramps Up, Page 4)*

## Communities Roll Out the Carpet

The limos are arriving. The paparazzi are ready. The carpet is laid. And it's orange.

Orange Carpet Tours are part of Governor Bredesen's initiative to bolster rural economic development. Plante Moran, an international site selection and accounting firm, will visit each of the communities on behalf of a hypothetical client looking to expand into the Southeast. Local officials show off their highlights, and the site selectors score each community on a standardized card, assessing areas like labor cost and availability, local business climate and cost of homes.

At the end of the tour, Plante Moran will deliver a verbal critique of the community, and they'll send a written report within one week suggesting 10 action items. State community development officials will then work

with the communities to identify three of the most attainable objectives and accomplish them within one year.

The first round of Orange Carpet Tours began in early Spring, and will include five clusters of communities across the state before the month is through. A second round of tours will likely take place later this summer.

The purpose of the tours is to prepare small Tennessee communities for future economic development opportunities by both identifying strengths and weaknesses, and addressing those areas accordingly. The Orange Carpet Tour program provides them an opportunity to receive credible feedback before a critical project is at stake.

January-March 2008

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## Connected TN Releases Broadband Survey

Connected Tennessee, a public-private partnership committed to accelerating technology in the state, released a survey in January revealing that 80 of the state's 95 counties were at or above the state's average upload speed on broadband Internet, and 65 were at or above the average download speed.

The county-by-county survey is intended to show broadband providers and state policymakers what communities lack the quality of Internet service needed to utilize developing applications that could benefit both government and industry.

"The data gathered by Connected Tennessee allows us to see for the first time where improvement is needed and work to localize our efforts," said Governor Phil Bredesen. "Technology adoption and economic development go hand in hand, and we want to work to ensure that Tennesseans everywhere can realize the opportunities that are possible when all communities are truly connected."

Tennessee residents can continue to update the survey by taking a speed test at [www.connectedtn.org](http://www.connectedtn.org).





## COMMISSIONER'S CORNER

Governor Bredeesen stood at the front of a crowded House Chamber in January and assured everyone from law-makers to concerned citizens that Tennessee is prepared to weather any economic storm that may be on the horizon. His words were not empty encouragement, but confidence based on proven fiscal responsibility and job creation success.



Now, as the first quarter of 2008 ends, Tennessee's economic development and job creation efforts are on solid footing. We've seen a major Toyota supplier, Arvin Sango, announce an expansion in the state to support the new manufacturing facility in northern Mississippi. Additionally, the French Company Alstom located in Chattanooga, creating 350 jobs.

As our prospects continue to look up, we aren't just patting our-

selves on the back. Tennessee is getting noticed by some of the biggest names in economic development. In March, Site Selection magazine ranked us third nationally in their annual Governor's Cup awards.

Our profile is rising, and our future is bright, but Governor Bredeesen isn't resting on his laurels. The national economy is tenuous, and the governor and I believe the best way to maintain the progress we've made is to focus on the basics of growth: rural economic development, small business and lifelong education.

Operating by these principles, our state stands ready to face any economic challenges this year may bring and not only survive, but thrive.

*Matt K.L.*

— Matthew Kisber  
Commissioner, Tennessee Department of  
Economic & Community Development

## ECD Ups Innovation Grants



Tennessee Main Street Communities looking to creatively enhance their downtown districts this year might find their purses a little more padded than they'd planned. ECD announced in January that it will increase the Tennessee Main Street Innovation Grant to \$23,000, with \$3,000 of that money available to offset staff training costs.

The grant monies, which require a 20 percent match from the communities, encourage the state's 21 Main Street Programs to take an out-of-the-box approach to downtown development. The current round of grants will be

administered from March 2008 to June 2009.

The aim of the Tennessee Main Street Program is to assist communities in revitalizing their downtown and central business districts.

Tennessee partners with the National Main Street Program, of the National Trust for Historic Preservation, and Tennessee's Main Street Programs must earn yearly accreditation from the national program.

For a list of certified  
Tennessee Main Street communities and to learn more  
about the program, visit  
[www.TNECD.gov](http://www.TNECD.gov).

## 2008 Governor's Conference on the Horizon

The 55th Annual Governor's Conference on Economic and Community Development will return to Nashville September 15-16, 2008, at the Gaylord Opryland Resort & Convention Center. This year's theme will be "Mapping Our Success," exploring ways to realistically and effectively chart a community's path toward economic prosperity.

Hundreds of community leaders, economic development professionals, elected officials and business owners will gather to hear informative keynotes and breakout sessions on economic growth and share best practices of the industry. Many speakers will share their experience in high-potential industries and their thoughts on how to best position a community to attract development.

Areas of discussion will include Tennessee's business incentives, job creation programs, site selection do's and don'ts, technology trends and community marketing.

"The Governor's Conference is a unique opportunity to collaborate with other economic development insiders on how to best attract and cultivate business in a community," ECD Commissioner Matt Kisber said. "Long gone are the days of success being confined to urban areas. This conference will teach you how to actively prepare for development opportunities on the horizon, whether you're a town of 20,000 or a city of 1 million."



Governor Bredeesen strongly emphasized rural economic development during his keynote address at the 2007 Governor's Conference.

Make plans now to join other forward-thinking development professionals at this valuable conference. More information, including registration forms, will be available online at [www.tnecd.gov](http://www.tnecd.gov) as it is released.

## Despite Economic Woes, State on Solid Footing

Despite a sharp pullback in the national economy as the year began, Governor Phil Bredeesen remained confident that Tennessee proved its business acumen in 2007 and is positioned to continue economic growth in the coming year.

He reiterated his message of progress during his 2008 State of the State Address in January, saying that the strategic and disciplined effort the state has exercised in the last 12 months have left us well-able to weather any economic storm that may be brewing.

In the second half of 2007, as the national economy was beginning to show signs of weakness, Tennessee continued to attract attention from businesses. Projects for the whole year resulted in nearly 25,006 new jobs and more than \$5.9 billion in new capital investment. The year also saw the announcement of the state's 38th new

corporate headquarters, with Alstom's announced intention to move a divisional headquarters to Chattanooga. Additionally, Eastman Chemical reaffirmed its commitment to growing in Tennessee to the tune of a \$1.3 billion capital reinvestment.

Tennessee's position on the global map remains strong going into 2008, as well. New international projects generated more than \$1.4 billion in new capital investment in the state. The weakening of the U.S. dollar continues to draw foreign investment to the country, and Tennessee is well prepared to respond to that opportunity. Tennessee's global prowess also extends beyond dollars and cents. Last year, the governor and Commissioner Kisber traveled to China to open the Tennessee China Trade Office, a resource for businesses on both continents looking to expand internationally. Governor Bredeesen also traveled to Canada for the establishment of the

### TENNESSEE '07

- ✓ 25,006 new jobs
- ✓ \$5.9 billion in new investment, \$1.4 billion in foreign investments
- ✓ 38th corporate headquarters announced

Southeast U.S.-Canada Agreement.

In sum, 2008 is not a time of pulling back our efforts toward job creation, but instead focusing on the areas of possibility created by the national economic situation. Tennessee stands poised to be just as successful in the coming challenging months as we were in times of more abundance.

## Waverly Higher Education Center Opens New Doors

The Humphreys County Learning Center, a branch of Nashville State Community College, broke ground in January on a 10,000-square-foot expansion. The completed facility will house a new Associates Degree Program in Industrial Process Control Technology.

The school is partnering locally with several companies to train students for jobs as process technicians in the area. The industry is growing locally, creating a need for more highly trained workers than ever before. For example, DuPont recently announced a \$30 million expansion in New Johnsonville.

"Governor Bredeesen and I have met with business leaders from urban China to rural Tennessee, and the consistent message we hear is that access to a steady, skilled workforce is a primary decision-making factor for a company considering relocating or expanding," said ECD Commissioner Matt Kisber.

(See Waverly, Page 4)



At the groundbreaking ceremony, from left to right: John Hedge, Humphreys County ECD Director; Jaycee Rawlings, County Mayor; Jennie Stribling, School Director; Matt Kisber, Commissioner of ECD; Eileen Crane, Assistant to NSCC president; Justin Maples, IPC Lab Technician; Joey Leonard, IPC Coordinator.